

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Hill and Knowlton, Inc. 901 31st Street, N.W. - Wash. Harbour, Washington, DC 20007		2. Registration No. 3301
3. Name of foreign principal Free Trade Defense Association	4. Principal address of foreign principal 3, Allées de la Corderie 16100 Cognac, France	

5. Indicate whether your foreign principal is one of the following type:

- ☐ Foreign government
- ☐ Foreign political party
- ☒ Foreign or ☐ domestic organization: If either, check one of the following:

- ☐ Partnership ☐ Committee
- ☐ Corporation ☐ Voluntary group
- ☒ Association ☐ Other (specify) _____

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant. N/A
- b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

- a) Principal address
- b) Name and title of official with whom the registrant deals. N/A
- c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal
Foreign principal is a foreign association managed by the a consortium of cognac-related companies whose activities focus on efforts to promote and defend free trade as it involves the cognac industry.

TERMINATED

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b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

The foreign principal is a foreign association involved in the defense and promotion of free trade as it involves the cognac industry, and is comprised of, directed and subsidized by its member companies consisting of grape growers, cognac manufacturers, shippers, bottlers, etc.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A - see no. 9 above.

Date of Exhibit A
01/30/87

Name and Title
Richard McElheny
Sr. VP & Director,
Trade Policy Group/DC

Signature



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

Hill and Knowlton, Inc.

Name of Foreign Principal

Free Trade Defense Association

Check Appropriate Boxes:

1. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☒ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Registrant will handle newspaper advertisement placements on behalf of the foreign principal with The Washington Post, the Wall Street Journal, and The Washington Times for publication January 23, 1987. There is no formal written contract between the registrant and foreign principal at this time. Registrant will be reimbursed in the amount of sixty one thousand dollars for this project. Should any other public relations/public affairs assignments be received by registrant from the foreign principal, reimbursement will be handled through payment of the hourly charges of registrant's officers and staff participating on the account plus out-of-pocket expenses incurred. Out-of-pocket expenses will be billed at cost plus a 15% administrative handling fee on all expenses classified as "non-routine." Payments will be rendered within 30 days of invoicing.

Also refer to no. 5.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant will handle newspaper advertisement preparation and placements in the Washington Post, The Washington Times and The Wall Street Journal on behalf of the foreign principal for publication on 1/23/87 and related follow-up activities such as handling inquiries that may be received on behalf of the foreign principal.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☐ No ☐

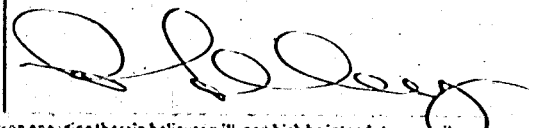
If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Registrant may contact by telephone, written correspondence, or personal visits to appropriate media representatives or officials of the Executive Branch or Congress or members of their staffs in representing the public relations/public affairs interests of Hill and Knowlton clients.

Date of Exhibit B
1/30/87

Name and Title
Richard McElheny
Sr. VP & Director,
Trade Policy Group/DC

Signature



¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.